

MARY KAY

applause®

PHILIPPINES

AUGUST 2013

NEW!

Mary Kay®

True
Dimensions™

LIPSTICK

Like a color-infused fountain
of youth for your lips



THERE'S STILL TIME TO REGISTER!
Exciting events await you at Seminar 2013.

MESSAGE FROM THE PRESIDENT OF ASIA PACIFIC

Dearest Beauty Consultants,

Great Morning to the great women of Mary Kay!

As each year begins, it brings the opportunity to make all things new. The old have past way... all things can become new. It all depends whether you want to make changes to make things new.

I would encourage you to once again reach for greatness. Set your goals, devise your work plan and work your plan. By so doing, you CAN MAKE ALL THINGS NEW IN YOUR MARY KAY CAREER. You can do it.

Best regards,

KK Chua



MESSAGE FROM THE GENERAL MANAGER

Dear Beauty Consultants,

Welcome to Seminar Year 2014!

As a brand-new chapter of your Mary Kay career unfolds, I enjoin you to seize the opportunity to start setting your goals and preparing your plans for another year of achievements and career milestones. All your aspirations in your Mary Kay career - fabulous Ladder of Success prizes, jewelry for the Queens, her Princesses and members of the various Courts, a Red Jacket or Sales Director suit, a Pink Car of your own, a trip to Dallas, the Top Sales Directors' trip - will all be realized if you will start preparing as early as now. As Mary Kay Ash said, "Your success depends on how well you plan the game of priorities."

Establish your priorities and continue doing Power 10, the very foundation of a successful Mary Kay career. All your dreams will be within your reach for as long as you consistently do 3 skin care classes, 3 team-building interveiwes, 3 customer service activities, and acquire 1 new happy customer every week. This forumula has worked for many women during the past 50 years and I am certain that it will work for you now.

May the new Seminar year provide you bigger and brigther opportunities for your Mary Kay career. The opportunities are endless especially for those who dream big, work hard, and share the noble mission of enriching people's lives with others. As Mary Kay Ash said, "Our Mary Kay career has opened the door to rich and fulfilling lives for thousands of women. You can help pass our special way of life on to others; and in doing so, your own dreams will come true, too!"

Have a great Seminar Year 2014, everyone!

Warmest regards,

Tente Alday



AUGUST 2013 CALENDAR OF ACTIVITIES

DATE	DAY	ACTIVITIES	VENUE	TIME
2	Fri	NISD Day 1	Makati	9 am
		SD Meeting	Mkt/Dvo/Ceb	2 pm
		New BC Welcome Party	Mla/QC/Dvo/Ceb/Zam	6 pm
3	Sat	ESRS Day 1	Mla/Ceb	9 am
		ESTB	Mla/Ceb/Zam/Dvo	9 am
		RJU Day 1	Mla/Ceb/Zam	9 am
		NISD Day 2	Makati	9 am
		PKW - Colors	Mla/Ceb/Dvo/Zam	2 pm
		Guest Event	Mla/QC/Dvo/Zam	3 pm
		Kit Support	Daet, Camariñes Norte	
4	Sun	Kit Support	Naga, Camariñes Sur	
5	Mon	Kit Support	Silang, Cavite	
7	Wed	SD Meeting	Zamboanga	5 pm
		Guest Event	Mkt/Dvo/Zam	6 pm
		Customer Appreciation Event	Quezon City	6 pm
		Kit Support	Isabela	
8	Thu	Kit Support	General Santos City	
		ESRS Day 1	Dvo/QC	9 am
10	Sat	ESRS Day 2	Mla/Ceb	9 am
		ESTB	QC	9 am
		RJU Day 1	Dvo/QC	9 am
		RJU Day 2	Mla/Ceb/Zam	9 am
		PKW - Colors	QC	2 pm
		PKW - Colors	Mla/Ceb/Dvo/Zam	2 pm
		Kit Support	Butuan City	
11	Sun	Kit Support	Kidapawan City	
12	Mon	Power Up to Bangkok Travel Briefing	Makati City	1 pm
13-15	Tue-Thu	Power Up to Bangkok Trip	Bangkok, Thailand	
12-15	Mon-Thu	One Woman Can Beauty Contest Asia-Pacific Regional Finale	Hong Kong	
16	Fri	Day with the Nationals (For Sales Directors Only)	The Tents, Alphaland Southgate Mall, Makati	9 am - 3 pm
17	Sat	One Woman Can Philippine Seminar 2013	Sofitel Philippine Plaza, Pasay	8:00 am
22	Thu	NISD Day 1	Davao	9 am
		NISD Day 2	Davao	9 am
23	Fri	ESRS Day 1	Zamboanga	5 pm
		Guest Event	Mkt/Ceb/Dvo/Zam/QC	6 pm
24	Sat	ESRS Day 2	Dvo/QC	9 am
		RJU Day 2	Dvo/QC	9 am
		ESRS Day 2	Zamboanga	10 pm
		PKW - Colors	Quezon City	2 pm
		Guest Event	Mla/QC/Dvo/Zam	3 pm

Please confirm with your respective beauty centers the schedules of classes and activities.

For Power Up to Bangkok Achievers, please be advised that the total trip withholding tax is P2,565. Payment may be settled in cash or credit card at Makati Beauty Center on August 12, 1pm (Bangkok Trip Briefing).



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LIP SERVICE

Ready for intensely moisturized, exquisitely smooth lips?

Mary Kay® True Dimensions™ Lipstick is like a color-infused fountain of youth for your lips.

Inside THIS ISSUE



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NEW EYE & CHEEK COLORS

Mineral-based formula. Intense color.

Check out the NEW Mary Kay®

Mineral Eye and Cheek Colors!

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NEW SEMINAR YEAR

Picture yourself adorned with any of these fabulous jewelry pieces in Seminar 2014. Your time to shine is now!



LOOK GREAT WHILE DOING GOOD

In honor of Mary Kay's 50th anniversary, in the Philippines, a dollar will be donated from each sale of special-edition Beauty That Counts® Mary Kay® lip products. As part of this effort, Mary Kay Philippines is proud to support a local charitable institution to help change the lives of Filipino women and children. Visit www.marykay.com.ph or www.youtube.com/marykayphilippines to see the difference you and your customers are making in communities worldwide.

Special-Edition Beauty That Counts®
Mary Kay® Creme Lipstick in
One Woman Can™ P700

Special-Edition Beauty That Counts®
Mary Kay® NouriShine Plus®
Lip Gloss in Celebrate P700

BEAUTY CENTER SCHEDULE

AUGUST 2013

09 Fri Corporate Office and Beauty Centers are closed for Eid'l Fitr
17 Sat Makati and Quezon City Beauty Centers are closed for Philippine Seminar 2013
21 Wed Corporate Office and Beauty Centers are closed for Ninoy Aquino Day
26 Mon Corporate Office and Beauty Centers are closed for National Heroes' Day
30 Fri Last day for personal orders of Beauty Consultants to Directors-in-Qualification in all Beauty Centers
31 Sat Last day for personal orders of Sales Directors in all Beauty Centers

BUSINESS DAYS: Makati and Quezon City Beauty Centers are open Mondays to Saturdays. • Davao, Cebu and Zamboanga City Beauty Centers are open Tuesdays to Saturdays. • Training Rooms in Davao, Cebu and Zamboanga Beauty Centers may be used on Mondays with advance reservation through Customer Service.

OPERATING HOURS: Makati, Quezon City, Cebu: 11am-8pm • Davao and Zamboanga: 10am-7pm

ONLINE ORDERING SERVICE: Open 24 hours, 7 days a week

ONLINE PAYMENT SERVICE: Open 24 hours, 7 days a week via bpiexpressonline

CUSTOMER CARE HOTLINE

(02) 859-6200
Mondays - Saturdays
9am to 8pm

mkpcservice@mkcorp.com



Mary Kay said it best

"Decide where you want to be a year from now, and break that goal down into monthly, weekly and daily goals... Be a star by developing your plan of action today."

Fountain of youth for lips.

Intensely moisturizing.
Exquisitely smoothing.

NEW!

Mary Kay®
True Dimensions™
Lipstick
P860 • Net Wt. .11 oz.

Available for sale
beginning August 16, 2013



BENEFITS

- Drenches lips in moisture and locks it in for endless comfort
- Infused with skin care ingredients, the formula smoothes fine lines and helps lips look fuller
- Delivers pure, radiant color

INNOVATIVE PACKAGING

- Metalized, smoky platinum-colored case
- Clear button top to see the shade
- Push of the clear button releases the sleek lipstick from its sleeve
- Fit inside the Mary Kay® Compact

A NEW DIMENSION IN COLOR

- Glides on confidence with extraordinary comfort
- Sweeps on style with exquisite smoothness.

7 kissable shades



firecracker wild about pink color me coral natural beauté

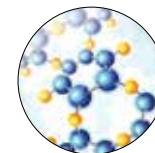


sizzling red rosette spice 'n' nice

SCIENCE SPEAK:



Blended in this lush-feeling formula are two age-defying ingredients that work together to deliver results. Mary Kay scientists combined an extract from the "kiss me quick" plant (*Portulaca Pilosa*) and **Palmitoyl Tripeptide-38**



a powerful peptide commonly used in skin care products. Together the complex helps boost production of **collagen**, a protein that plays a vital role in supporting skin's structure to help give it firmness and volume.

Other lip-loving ingredients:

Vitamin E, sunflower seed oil, jojoba and mango butters



END RESULT Lightweight formula with buttery-smooth texture that melts onto lips.



connect with your customers

Make your customers fall in love with the True Dimensions™ Lipstick by forwarding this sample SMS message to her.

Hey gorgeous! I know you will love the latest makeup offering from Mary Kay: the New! TRUE DIMENSIONS LIPSTICK! This product will make your lips intensely moisturized and exquisitely smooth. Available in 7 shades! Text me if you'd like to try the True Dimensions Lipstick today!

- At your next skin care class, you can display a selection of the new True Dimensions™ lipsticks as a focal point.
- Share with your online friends the True Dimensions™ video found at www.youtube.com/marykayphilippines.

Send a Facebook message to your online friends. Here's a sample post.

I have the newest shade and amazing formula of this new lipstick available just for you. Contact me if you'd like to try the True Dimensions Lipstick today!



LIPS FEEL MOISTURIZED ALL DAY*!

That's what three out of four women experienced after trying True Dimensions™ Lipstick. Imagine how invitingly kissable your lips can be with results like these:

- 92% say it feels soothing, moisturizing and comforting on lips.
- 85% say it replenishes and conditions lips, leaving them looking their healthy best.
- 87% say their lips look smoother and feel supple.
- 76% say their lips appear younger, voluptuous and line-free.

*Results reported during a one-week independent consumer study. Results reflect the percentage of women who agreed with the statement.

Telltale Lipstick!

Have fun at your next color makeover session. Ask each guest to pull out their lipstick. Compare its shape to this fun personality quiz.

If your lipstick shape is...



Rounded



Flat Top



Sharp Angle



Sharp Angles on both sides



Original



Concave

Your personality tends to be...

- **Rounded** – Friendly and family-oriented
- **Flat Top** – Dependable and direct
- **Sharp Angle** – High-spirited and outgoing
- **Sharp Angles on Both Sides** – Curious and happy-go-lucky
- **Original Shape** – Rule follower
- **Concave Top** – Adventurous and likeable

Fun Tips to share with your customers during Skin Care Classes and Color Sessions

Discover Every Shade of Style

Take your look to a new dimension of color, shine and comfort with these lip combinations.



Take Color to the Next Level

Pair True Dimensions™ Lipstick in Wild About Pink with NouriShine Plus™ Lip Gloss in Pink Luster.



For a Stained Lip Look

Use your fingertip as an applicator for True Dimensions™ Lipstick in Sizzling Red.



Create a Custom Lip Look

Mix and match shades of True Dimensions™ Lipstick in Wild About Pink and NouriShine Plus™ Lip Gloss in Fancy Nancy.



Great Lip tricks!



- ONE** Pat lipstick on with index finger for a sheer, subtle just-stained look.
- TWO** Want more glam? Pair Mary Kay® True Dimensions™ Lipstick with a bold Mary Kay® NouriShine Plus® Lip Gloss like Red Passion to intensify any look.
- THREE** Neutralize deeper lipstick shades with a natural lip gloss like Mary Kay® NouriShine Plus® Fancy Nancy for a perfect daytime look.
- FOUR** To set lip color, blot with tissue; apply a thin layer of Mary Kay® Sheer Mineral Pressed Powder; apply color again.
- FIVE** Lipstick wears longer if you fill entire lip with Mary Kay® Lip Liner before applying lipstick.

DID YOU KNOW?

Mary Kay® Lip Liner can help your lips look beautiful for longer in two ways. First, it helps your lipstick wear longer. Just line lips and fill them in completely with lip liner prior to applying True Dimensions™ Lipstick.

Second, Mary Kay® Lip Liner helps lips appear smoother and helps protect lips. It contains encapsulated hyaluronic acid, a humectant capable of holding onto moisture and a specialized amino acid that helps protect elastin, an important protein in skin. Like True Dimensions™ Lipstick, Mary Kay® Lip Liner contains vitamin E to help protect lips from free radicals.



To try all these fabulous lip looks and other fabulous Mary Kay® lip products, go to the Mary Kay® Virtual Makeover Online Tool in www.marykay.com.ph

SELLING OPPORTUNITIES

Of course, True Dimensions™ Lipstick looks great on its own, but it also works beautifully with these other products.



Satin Lips® Balm

Satin Lips® Lip Balm moisturizes to help keep lips soft.



TimeWise® Age-Fighting Lip Primer

Age-fighting and priming benefits! Apply inside and outside the lip line to fight fine lines and help prevent lipstick from feathering and bleeding.



Mary Kay® Lip Liner

Define lips with a retractable pencil that never needs separate sharpening.



Mary Kay® NouriShine Plus™ Lip Gloss

A boost of moisture to your lips with ultra-glossy shine in a range of finishes.

NEW!

Mary Kay® Mineral EYE and CHEEK COLORS

Available beginning August 16, 2013



Fun. **New.** Exciting. Mineral-based formula. Intense color. Rich. Vibrant. On-Trend. Complete Colors.



NEW! Mary Kay® Mineral Eye Colors*
(New 9 shades available - Blue Topaz, Classic Navy, Gold Coast, Jade, Lime, Polished Stone, Royal Purple, Tea Rose, Ticked Pink) P330

NEW! Mary Kay® Mineral Cheek Color*
(New 1 shade available - Champagne Rose) P420

*Color may slightly vary from actual shade. Please refer to actual product.

Be a professional Mary Kay color expert

Mary Kay® Color Expert Guide, **P95**
A personalized, step-by-step approach to color for your customers

Mary Kay® Color Expert Guide DVD, **P50**
A personalized, step-by-step approach to color for your customers in DVD format



Phase Out / Discontinued

beginning August 16, 2013

- | | |
|------------------------------|--------------------------------|
| Blemish Control Toner | Eye Color - Steel |
| Cheek Color - Cherry Blossom | Eye Color - Sweet Cream |
| Cheek Color - Sunny Spice | Creme Lipstick - Apricot Glaze |
| Eye Color - Coal | Creme Lipstick - Copper Star |
| Eye Color - Dusty Lilac | Velocity Cleanser |
| Eye Color - Lemongrass | Velocity Moisturizer |
| Eye Color - Silky Caramel | Velocity Set |

Supplies may last until phase out date or earlier, whichever comes first.

Aug 3 to Aug 15 only!

PASSPORT TO NEW SEMINAR YEAR*

Make a personal **cumulative** purchase of **P15,000** worth of Section 1 products from **August 3 to August 15** and get a limited-edition **Mary Kay® Vanity Kit**** absolutely **FREE!**



(products inside not included)

* Promotion starts from August 3 to 15 and while supplies last, whichever comes first. The Company reserves the right to replace the free item with another item of equal or greater value in the event that supplies run out.
** Beauty Consultants may only avail this promo once.

The surprises are not over yet. It's a new product treat you will surely love!

Keep your mobile phones on, regularly check the online ordering flash page, watch out for the announcement of dates and check your nearest Beauty Center for details. Coming **anytime** this August.



play WITH YOUR OWN STYLE promo

Available from August 16 to September 15, 2013



MIX & MATCH COLORS

Buy at least **P3,450** worth of ANY MARY KAY® **COLORS INCLUDING 1 TRUE DIMENSIONS™ LIPSTICK** (any shade) in a single receipt and get 1 Mary Kay® Studded Wallet for **FREE!***



FREE!

Mary Kay® Studded Wallet

PERFECT SKIN CARE

Buy at least **P3,450** worth of ANY MARY KAY® **SKIN CARE PRODUCT** in a single receipt and get 1 Mary Kay® Studded Wallet for **FREE!***



FREE!

Mary Kay® Studded Wallet

WANT MORE?



FREE!

Mary Kay® Liquid Black Eye Liner (valued at P850)

Buy at least **P6,900** worth of ANY MARY KAY® **SECTION 1 PRODUCT** in a single receipt and get 1 Liquid Black Eye Liner for **FREE!***

* Available for sale from **August 16 to September 15** and while supplies last, whichever comes first. Use the regular line part numbers when ordering. The Company reserves the right to replace the free item with another item of equal or greater value in the event that supplies run out.



Innovative Solutions for Advanced Signs of Aging

from TimeWise Plus+™ Regena-Firm™ Skin Care

Coming this September 2013!

Are you a **BRAND NEW BEAUTY CONSULTANT?**
Join the New Consultant Bonus Program

Enjoy free premium products when you consistently meet your single purchase goals in your first four months as a Beauty Consultant! FREE products with total retail value of P15,055.

1 month



Required Sales: P13,000 single purchase
Components:
 • Miracles Happen Book
 • Mary Kay® Compact
 • Mary Kay® Mineral Cheek Color
 • Mary Kay® NouriShine™ Plus Lip Gloss
 • Mary Kay® Mineral Eye Color
 Retail Value: **P2,495**

2 month



Required Sales: P13,000 single purchase
Components:
 • Satin Hands Pampering Set
 • Customer Profile Card Set
 • Customer Order Form Pack
 Total Retail Value: **P2,630**

3 month



Required Sales: P14,000 single purchase
Components:
 • Mary Kay® Lotus & Bamboo Body Lotion
 • TimeWise® Hand & Decollete Cream SPF15
 • Mary Kay® Beauty Blotters - 2pcs
 • Mary Kay® Oil Free Eye Makeup Remover
 • Mary Kay® Liquid Lip Color
 • Bella Belara® Fragrance Sampler
 • The Look April 2013- 3 pcs
 Total Retail Value: **P4,190**

4 month



Required Sales: P16,000 single purchase
Components:
 • TimeWise® Day Solution Sunscreen SPF35
 • TimeWise® Night Solution
 • TimeWise® Age-Fighting Eye Cream
 • TimeWise® Age-Fighting Lip Primer
 • SKC Trays (5/pk)
 • Disposable Facial Cloth (25/pk)
 Total retail Value: **P5,740**

To know more about the NCB program, visit www.marykayintouch.com.ph or check the Beauty Center for details.

ESRS product set

Essential Steps to Reach Success (ESRS) is a two-day program that will equip you to jumpstart your business. After completion of the ESRS, get a voucher worth more than P6,000 of products and a Color Showcase with your first single purchase order of P16,000!

The NEW! ESRS product set includes:

- Botanical Effects® 3-in-1 Cleanse F2
- Botanical Effects® Hydrate F2
- Botanical Effects® Mask Formula 2
- PLUS! Color Showcase (Color Expert Guide, Color Expert DVD, Cheek and Eye samplers)
- TimeWise® Targeted-Action Eye Revitalizer
- TimeWise® Age-Fighting Eye Cream
- TimeWise® Microdermabrasion samplers pk/6



To know more about the ESRS program, please contact the Sales Development and Education Team at (02) 859-6222.

WANT MORE? Stretch your sales further and
Qualify for Monthly Ordering Bonuses

Get these for FREE when you avail of the Monthly Ordering Bonuses (MOB) in August 2013. MOB is available to all Beauty Consultants including NCB participants.



level 1 P18K

As a final step, the **Mary Kay® MakeUp Finishing Spray** keeps makeup looking freshly applied for hours. Get up to 16 hours of staying power for your color makeover.

This is absolutely yours for FREE with minimum personal cumulative retail sales of P18,000 this month.



level 2 P24K

The **Mary Kay® Anniversary Watch** is yours for FREE with minimum personal cumulative retail sales of P24,000 this month.

REACH P24K this August and enjoy these freebies = (sample way to acquire free Mary Kay items this month)

P15K personal cumulative sales from August 1 to 15 +

FREE!



P8K personal cumulative sales from August 16 to 31 +

FREE!



(for NCB 1 achievers only) (for ESRS Graduates only)

SECOND MONTH!

star consultant
 JULY - SEPTEMBER 2013

THE POWER 10 PROFESSIONAL TOOLS
 Collect all these limited-edition items when you become a Star Consultant Emerald Achiever!



SAPPHIRE
 Business Organizer (notebook not included)

Total Section 1 Retail Sales Requirement: P90,000-P109,999
Pin: Ladder of Success Pin + Sapphire gemstone
Reward: Star Reward Sapphire + Business Organizer

Suggested sets to sell this month: P30,000 AVERAGE SALES/MONTH



RUBY
 Business Tote and Organizer

Total Section 1 Retail Sales Requirement: P110,000-P129,999
Pin: Ladder of Success Pin + Ruby gemstone
Reward: Star Reward Ruby + Business Tote + Business Organizer

Suggested sets to sell this month: P36,667 AVERAGE SALES/MONTH



DIAMOND
 Product Bag, Business Tote and Organizer

Total Section 1 Retail Sales Requirement: P130,000-P149,999
Pin: Ladder of Success Pin + Diamond gemstone
Reward: Star Reward Diamond + Product Bag + Business Tote + Business Organizer

Suggested sets to sell this month: P43,334 AVERAGE SALES/MONTH



EMERALD
 Product Trolley and Bag, Business Tote, and Organizer

Total Section 1 Retail Sales Requirement: P150,000 and above
Pin: Ladder of Success Pin + Emerald gemstone
Reward: Star Reward Emerald + Product Trolley + Product Bag + Business Tote + Business Organizer

Suggested sets to sell this month: P50,000 AVERAGE SALES/MONTH



NOTES: Ladder of Success pin will be awarded to first time achievers and gem stone will be given to consultants who qualify every quarter • The company reserves the right to replace any item with similar value in case of stock unavailability. • Design and sizes may vary from photos. • Claim your star gifts at the beauty centers from October 16 to November 15, 2013. Unclaimed gifts after this period will be shipped together with your orders only. Unclaimed gifts after November 30, 2013 will be forfeited.

Be a 2014 STAR CONSISTENCY Achiever!

star consistency program
 July 1, 2013 - June 30, 2014

BE A STAR CONSISTENCY ACHIEVER:

- Beauty Consultants and Sales Directors who achieve Ladder of Success (any level) in 4 calendar quarters will be awarded the Star Consultant Consistency Award. *Example: Sapphire Level with 4 calendar quarters achieved.*
- Sales Directors with 5, 7, 9, 11 and more Ladder of Success achievers in 4 calendar quarters will be awarded the **Star Director Consistency Award** as long as they are Star Consultant Consistency Achievers themselves.

AWARDS & RECOGNITION:

- Receive a collector's item symbolical of the seminar year's theme
- Parade on stage at Seminar
- Be featured in Applause (names only)
- Beauty Consultants and Sales Directors who will achieve Diamond and Emerald Star Consultant and Star Director Consistency awards will attend the Royal Reception in Seminar 2014 and will also be awarded trophies on stage and a signature bag.



BACK
BY POPULAR
DEMAND!

Starter kit rebate

RELOADED

from August 1 to 25!

Option 1:
GET THE **STARTER KIT**
FOR **P1,000* ONLY**
with a minimum single receipt
product purchase of P6,000
from August 1 to 31.

* Open to new team members recruited
from **August 1 to 25**. Rebate of P975 will only apply
if new team member puts in an order of
P6,000 Section 1 products in a single receipt
from August 1 to 31.

Option 2:
GET THE **STARTER KIT**
FOR **FREE!!!****
with a minimum single receipt
product purchase of P13,000
from August 1 to 31.

** Open to new team members recruited
from **August 1 to 25**. Rebate of P1,975 will only apply
if new team member puts in an order of
P13,000 Section 1 products in a single receipt
from August 1 to 31.

REBATE NOTES:

- A new team member must first pay the amount of P1,975 for the Starter Kit in order for rebate to apply.
- All purchases are still subject to level discount.
- If a new team member prefers Option 1 (Starter Kit for P1,000 with a P6,000 single order receipt), she can no longer change to Option 2 (free Starter Kit with P13,000 single order receipt) and vice-versa.
- Option 2 automatically qualifies the new team member to NCB program.



2014 SEMINAR AWARDS

August 1, 2013 - July 31, 2014

MARY KAY

QUEEN OF THE COURTS

PRINCESS OF THE COURTS



"Figure Eight" Lariat Necklace
14-karat white gold and 18" chain

Queen of Court of Unit Sales



White Gold "Ribbon" Ring
14-karat white gold

Queen of Court of Personal Sales
(Sales Director and Beauty Consultant)
and Queen of Court of Sharing



"Journey of Hope" Ring
14-karat white gold bands

Princess of Court of Personal Sales
(Sales Director and Beauty Consultant)
and Princess of Court of Sharing



"Rock Goddess" Hoop Earrings
14-karat white gold

Princess of Court of Unit Sales



Bee Amazing Diamond-Studded Gold Bee Pin



Bee Amazing Diamond-Studded Gold Bee Pin



Bee Fabulous Ring
14-karat yellow and white gold

Court of Personal Sales
(Sales Director and Beauty Consultant)
and Court of Sharing

QUALIFIER OF THE COURTS



ANNUAL GO-GIVE

Annual Go-Give Pin
14k Gold

Have a brighter vision for your Mary Kay career. Create one on Seminar stage next year. Picture yourself adorned with any of these fabulous jewelry pieces. Your time to shine is now!

For details, please contact the Sales and Development Team at (02) 859-6222 or refer to the Seminar Awards 2014 brochure. Jewelry pieces are not in actual size and proportion. All jewelry prizes are subject to creditable withholding tax of 10% under Section 2.57.2 (0) of the National Internal Revenue Code.

SECOND MONTH!

Start something beautiful



Share it with women everywhere

be part of RED POWER CLUB

Be part of the most exclusive gathering of elite Red Jackets in preparation of becoming Mary Kay's strongest Independent Sales Directors!

Join the RED JACKET RALLY

CHALLENGE PERIOD: JULY - SEPTEMBER 2013

Join the latest quarter of the Red Jacket Rally and start your journey of building your own team!

If you are an Independent Beauty Consultant, Senior Consultant or Red Jacket who never attended a Red Jacket Rally, then you can join! **HERE'S HOW:**

Start with FOUR. + Add TWO more, make it SIX. + Add TWO more, strive for EIGHT.

REQUIREMENT:

- With at least 4 new active personal team members with P13,000 sales each within the challenge period.

PRIZE:

- Invitation to join the Red Jacket Rally in OCTOBER 2013



REQUIREMENT:

- Be in the Red Jacket Rally and have at least 6 new active personal team members with P13,000 sales each.

PRIZES:

- Invitation to join the Red Jacket Rally in OCTOBER 2013
- Exclusive Red Jacket Professional Tote Bag upon graduation.



REQUIREMENT:

- Be in the Red Jacket Rally and have at least 8 new active personal team members with P13,000 sales each.

PRIZES:

- Invitation to join the Red Jacket Rally in OCTOBER 2013
- Exclusive Red Jacket Professional Tote Bag
- Very own Mary Kay Red Jacket upon graduation.



Enjoy these benefits **when you become a member.**



- **Red Power Club E-ducation** - exclusive online newsletter with reminders, tips on selling and team building, success stories, calendar of activities.
- **Red Power Room** - a designated room for use of Red Power Club members during training, workshops, and events.
- **Red Power Workshops** - monthly activities, special training and workshops conducted by top Mary Kay mentors to hone Red Power Club members into being Future Sales Directors.
- **Red Power Club Group Members' Activities** - bonding and interactions with previous Red Jacket Rally Achievers. Club member is only for active Red Jackets. Membership terminates once an Red Jacket terminates as a Beauty Consultant or becomes a Sales Directors. Membership forms must be submitted to Sales Development and Education staff members

For more information about the Red Power Club, please contact the Red Power Club Hotline.

- JAYSON - 0922-8196778 / (02) 859-6200 local 6232 / Jayson.Meneses@mkcorp.com
- GIRLIE - 0932-8776340 / (02) 8596200 local 6234 / Girlie.Ponce@mkcorp.com
- KRISTINE - 0918-9384429 / (02) 859-6200 local 6233 / Kristine.Santos@mkcorp.com

DO THE power 10

3+3+3+1

As an Independent Beauty Consultant, it is important for you to learn and practice successful habits. **EVERY WEEK: Do at least 3 skin care or color classes + at least 3 team building interviews + at least 3 customer services and have at least 1 new happy customer.**



DO AT LEAST 3 SKIN CARE CLASSES EVERY WEEK. Remember everything comes from the skin care class - ongoing sales, team members, Star Consultant Staus, earnings, jewelry, trips, cars, everything! Educating women on skin care is similar to a dentist educating her patients on oral hygiene. An educated customer becomes a repeat and excited customer!



DO AT LEAST 3 TEAM BUILDING INTERVIEWS EVERY WEEK.

The best way to qualify a potential team member is through team building interview. Get to know what motivates her and introduce the opportunity according to her motivation.



DO AT LEAST 3 CUSTOMER SERVICE ACTIVITIES EVERY WEEK.

Get products to your customers quickly and place it in a beautiful paper bag with samplers inside. You may follow Mary Kay Ash's 2+2+2 system (follow up in 2 days, 2 weeks and 2 months). It's tried and tested, and it works. Follow up using whatever method your customers prefer - a call, text or email.



"ON DOING CUSTOMER SERVICE ACTIVITIES: I make sure that my customers are not just one-time buyers. After trying and using Mary Kay products, I would send them an SMS message or a Facebook message to hear their feedbacks. Then, a few weeks or months later, I would do follow up orders by texting or emailing them. Sometimes, I would just say hi to them, and they would reply requesting for an order!" - Executive Senior Sales Director Marita Del Corro



HAVE AT LEAST 1 NEW HAPPY CUSTOMER.

The highest compliment your customers can give you is to refer their friends. Ask for referrals before closing sale. Encourage your customer to complete a Customer profile sheet. There's a place to list referrals! Remember you offer your customers a chance to have fun, hang with friends and try incredible skin care and color products.

You & Your Hostess: Your Partner to Success



"Bookings are the lifeline of your business. Literally, if you're out of bookings, you're out of business." - Mary Kay Ash

Everything in your Mary Kay business starts with booking a skin care class and in your skin care class, your Hostess is your partner to success.

A Hostess is the connection between to your potential customers. she helps ensure you that you make the most out of your investment.

But, **what can a hostess do to make your skin care classes more effective?** Make sure to coach her days before the actual class. Coaching helps ensure the appointments you booked will happen.

Here are practical tips you can follow to coach your hostess:

1. Give hostess packet and review it with her. You might be careful not to overwhelm her with too much information.
2. Help her make her guest list and encourage her to invite eight to ten people in order to get five guests.
3. Give the hostess a suggested script to follow when inviting guests, and encourage her to make the calls as quickly as possible.
4. Ask the hostess to keep it simple. She may want to serve light refreshments following the class.
5. Explain the hostess program and ask her to set a goal.
6. Encourage your hostess to take orders from those who can't attend the class, and let her know that those sales count towards hostess credit.
7. Plant the seeds for future bookings and team building. Ask her who she thinks would be interested in the Mary Kay business opportunity. You might put an asterisk next to the names she offers.

To simplify, working together with your Hostess means more booking from you! Just remember this equation:

You + Your Hostess = Bigger Sales and Greater Success



Are you a New Beauty Consultant?

You're invited to the **New Beauty Consultant Welcome Party**



MEET & GREET THE MARY KAY FAMILY • POWER TIPS TO SUCCESS • RAFFLE

PARTY STARTS @ 6:30 PM. SNACKS AND REFRESHMENTS WILL BE SERVED.

DATE AND VENUE:

Makati/Cebu/Davao/Zamboanga Beauty Centers every 1st Friday of the month
Quezon City Beauty Center every 2nd Friday of the month

OPEN TO BEAUTY CONSULTANTS
TO FUTURE SALES DIRECTORS

Earn BIG bonuses!

Your journey as a
Sales Director
starts today!



Be a DIQ now!

50th Anniversary Bonus Program

Enjoy big **bonuses** as much as **P30,000!**

Challenge Period: JULY 1 - SEPTEMBER 30, 2013

	Month 1	Month 2	Month 3	After debut as Sales Director
NEW DIQ	P5,000 bonus upon acceptance as a qualified DIQ*	P10,000 bonus Complete DIQ requirements and have at least P900,000 cumulative DIQ unit sales (within months 1-3)**		Additional P15,000 DIQs who finish by November 2013 will receive additional bonus of P15,000 after achieving P315,000 unit sales for 3 consecutive months starting with month of debut****
EXISTING DIQ (ON THE 2ND AND 3RD MONTH IN JULY)		P10,000 bonus Complete DIQ requirements and have at least P900,000 cumulative DIQ unit sales (within months 1-3)***		Additional P15,000 DIQs who finish by November 2013 will receive additional bonus of P15,000 after achieving P315,000 unit sales for 3 consecutive months starting with month of debut****

NOTES: All other DIQ rules and requirements apply.

* Be a qualified DIQ from July 1 to September 30, 2013 to receive an instant bonus of P5,000. To be a qualified DIQ, you must: submit a Letter of Intent (LOI), go through the DIQ interview, pass the mock skin care class, sign a commitment form, submit your BPI bank account details

** Get an additional P10,000 bonus by completing all DIQ requirements and having cumulative unit sales of P900,000. The DIQ requirements may be completed in one, two or three months.

*** All existing DIQs in July (on their 2nd and 3rd month) will receive a P10,000 bonus by completing all DIQ requirements and having cumulative unit sales of P900,000.

**** DIQs who finish the program until the end of November 2013 will receive an additional bonus of P15,000 after consistently achieving P315,000 unit sales for three consecutive months after her SD debut.

More opportunities and rewards await you
when you complete your DIQ and become a Sales Director.

To learn more about the 50th Anniversary Bonus Program, please contact the Sales Development and Education Team at (02) 859-6222.

SECOND MONTH!

THE ROAD TO DALLAS BEGINS HERE

Become a **Catch the Dream Dallas 2014 Conference achiever** and enjoy:

- FREE! 3-day leadership education by top Mary Kay global mentors
- FREE! airfare accommodation to and from Dallas, Texas, USA
- FREE! 5-day and 4-night hotel accommodation in Dallas, Texas, USA
- Tour of Mary Kay's International Corporate Headquarters, Mary Kay Museum and Manufacturing Plant in Dallas, Texas, USA



Challenge Period: JULY 1 - FEBRUARY 28, 2014

2012 Catch the Dream Dallas Conference Achievers

OPEN TO ALL NEW AND TENURED SALES DIRECTORS AND NATIONAL SALES DIRECTORS

A. NEW SALES DIRECTORS

(must be a Sales Director for less than one year by July 1, 2013)

New Sales Directors from August 1, 2012 - July 1, 2013 must complete the following requirements by December 31, 2013:

- P3 million cumulative retail sales
- No month lower than P250,000 and must be a Sales Director in good standing (not in flag status) by March 1, 2014
- Personal sales of at least P250,000
- 50 unit size (non-terminated status) by the end of December 2013
- 20 new team members with P36,000 personal cumulative sales each and not in terminated status by the end of December 2013
- Attended the NISD education

New Sales Directors from August 1, 2013 and onwards must complete the following requirements by the end of February 28, 2014.

- P3 million cumulative retail sales
- No month lower than P250,000 and must be a Sales Director in good standing (not in flag status) by March 1, 2014
- Personal sales of at least P250,000
- 50 unit size (non-terminated status) by the end of February 28, 2014
- 20 new team members with P36,000 personal cumulative sales each and not in terminated status by the end of February 28, 2014.
- Attended the NISD education

B. TENURED SALES DIRECTORS

(at least one year as a Sales Director by July 1, 2012)

Tenured Sales Directors from July 1, 2012 and earlier must complete the following requirements by February 28, 2014:

- At least P6 million unit sales
- 50 unit size (non-terminated status) by end of February 2014
- 20 new team members with P36,000 personal cumulative sales each within the contest period and not in terminated status by end of February 2014
- Personal sales of at least P250,000 during the contest period
- One new offspring (Sales Director for less than one year by July 1, 2013) achieving the requirements for the "Catch The Dream Conference" Challenge

C. NATIONAL SALES DIRECTORS

- At least 25% sales growth of the commissionable area for the period July 2013 - February 2014 versus July 2012 - February 2013
- At least 5 first line offspring Sales Directors achieving the requirements for the "Catch the Dream Conference" Challenge

To learn more about the 2014 Catch the Dream Dallas Conference Challenge, please contact the Sales Development and Education Team at (02) 859-6222.

Leadership Conference '14

Ho Chi Minh City (Saigon), Vietnam
February 18-21, 2014

Be part of this exclusive conference for Sales Directors and now for Directors-in-Qualification, too!

Airfare Manila - Ho Chi Minh - Manila • 4 days and 3 nights in Ho Chi Minh • 5-star hotel accommodation • Exclusive leadership education by top Mary Kay mentors • Sisterhood bonding & Fun Night • City Tour and Airport & City Transfers • More surprises!

To register for the 2014 Leadership Conference, please contact the Special Events Team at (02) 859-6222.



Mary Kay's Pride

Top in Unit Sales



Marita Del Corro
1,935,005

- Freda Linsangan 1,560,555
- Luzminda Ali 1,371,050
- Marites Ceña 1,331,220
- Anna Gayle Guerrero 1,141,055
- Victoria Debbie Inciong 1,121,615
- Virginia Estepa 1,112,995
- Charito Reyes 1,053,080
- Alma Agustin 1,040,460
- Armando Abinsay Jr. 1,039,680

Top in Personal Sales



Mary Ann Shi
232,830

- Melinda Castillo 200,765
- Luzminda Ali 155,225
- Celedonia Jabel 121,020
- Grace Adriatico 116,130
- Analiza Tamayo 100,910
- Criselda Pamela Jiongco 100,880
- Janette Hodges 100,530
- Jizza Ben Pearl Duran 99,615
- Joanne Canillo 91,820

Top in Personal Recruiting



Rosalie Doctolero
9

- Luzminda Ali 8
- Rhiza Real 8
- Imelda Rosini 7
- Flor Dobbyn 7
- Laarni Carpio 7
- Normita Bautista 7
- Alma Agustin 6
- Genalyn Marquez 6
- Gina Cadiogan 6

Top in Team Sales



Luzminda Ali
718,300

- Melinda Castillo 645,375
- Alma Agustin 483,385
- Mary Jane Anonuevo 474,080
- Charito Reyes 445,385
- Marites Ceña 428,830
- Marita Del Corro 405,180
- Marie Fe Olayvar 390,260
- Virginia Estepa 370,780
- Alma Alburo 368,270

Special Awards

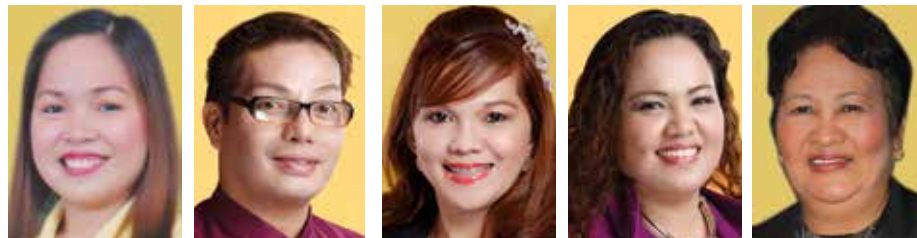
Millionaires Club • hitting P1 million unit sales in one month • May 2013



Marita Del Corro Freda Linsangan Luzminda Ali Marites Ceña Christina Boyd



Nanette Mission Anna Gayle Guerrero Victoria Debbie Inciong Virginia Estepa Charito Reyes



Alma Agustin Armando Abinsay, Jr. Cecile Cahoy Margie Angkim Melinda Castillo

Fabulous 50s
May 2013



Lalleth Cabañeros

Honor Society
April 2013



Susan Cabello

director's profile | june 2013

New Sales Directors



NAME: Mary Jane Anonuevo
BEGAN MK CAREER: Oct 2012
UNIT NAME: Lady Star Light
SSD: Marites Salva

NAME: Laarni Carpio
BEGAN MK CAREER: Dec 2012
UNIT NAME: Pink Blossoms
ESSD: Olivia Gonzales

NAME: Marisa Dacillo
BEGAN MK CAREER: Dec 2012
UNIT NAME: Jewel Beauties
SSD: Amelia Dimla



NAME: Imelda Flores
BEGAN MK CAREER: Sep 2009
UNIT NAME: MIER Dazzling
Lucky Eagles
ESSD: Marita Del Corro

NAME: Gina Valcorza
BEGAN MK CAREER: Dec 2009
UNIT NAME: Go Sisters
SSD: Glenda Origenes

NAME: Lalaine Young
BEGAN MK CAREER: Dec 2009
UNIT NAME: Valiant
SSD: Lourdes Felix

Directors-in-
Qualification

May 2013

Mylyn Alboladora
Joan Paula Ancino
Joyce Banzon
Anna Ria Beltran
Madonna Cadungon
Glenda Doraja
Rigel Krista Fernandez
Kathleen Yulisyis Gemoto
Edna Michaela Lanes
Ann Raynelle Liwanag
Imelda Rosini
Mary Grace Sandukan
Rudith Yambao

Note: In June 2013
Applause, SD Alma Agustin
is Missionary Eagles, not
Missionary Angels as wjat
was written in that issue.

on GIFTS,
Blessings,
& MIRACLES

Mary Kay Philippines
Independent Executive
Senior Sales Director
Marites 'Tess' Pagcu Ceña
gladly opens the doors of
her recently purchased
Pink House in Cavite.

As she goes inside towards the kitchen to pick up some items for her Unit Guest Event that night, she recounts her home was bought and built entirely from her Mary Kay earnings and savings.

"It is my dream back 2009 to have a home that we can call ours," she says, "And look at me now, I'm living the dream with my kids! I thank God and Mary Kay for this great gift." It is one of those answered prayers of Tess - who has been blessed with a flourishing Mary Kay Career since 2006.

At the start of her career, Tess thought that Mary Kay is just one of those other businesses that promises only money and wealth. But, she realized that she has a mission in Mary Kay.

A quick tour inside her home, Tess points towards her small office where she does her bookings, coaching appointments and business calls in the morning. "I always make sure to do my Power 10 activities every day.

"It is always a positive and uplifting experience when you belong to a group of women who is very deeply engaged in helping enrich other's lives."
- Marites Pagcu Ceña



GIFTS, BLESSINGS & MIRACLES FOR MARITES. (Top photo) Tess' Pink Car and Pink Home. (From left to right) Tess joined with her kids - Mirella and Mikhail. Her family based in Pampanga. Tess together with some of her 1st to 3rd line Sales Directors. Tess enjoying Hong Kong Disneyland with her kids. Her Top Sales Directors' Alaskan cruise and wilderness Trip (2010) and her Top Sales Directors' Paris Trip (2012).

That keeps my career and business going and growing," she shares.

Posted on the door are the drawings made by her kids - Mikhail and Mirella - that says 'I love you Mommy, Go! Go! Go!' "My kids and my parents are my inspiration to work hard for the best things in life," she says. "Their faith in my success in this career make all the hard work and sacrifices worthwhile."

Goal posters are almost found in every corner of their upstairs rooms in her two-storey Pink home. According to her, visualizing your goals is an effective way to keep motivated and on track. Photos and inspirational notes are seen all over Tess' room. These are her reminders that she was able to fulfill her dreams like Seminar jewelry prizes, Mary Kay Pink Car and Top Sales Directors' Trips (Alaskan Cruise, Switzerland/Germany, Paris France).

Surprisingly, Tess learns that having a goal poster is not only applicable in her Mary Kay business; even her kids follow this motivational tool to chase for their dreams.



Before joining Mary Kay, Tess was just a simple fulltime employee, making both ends meet while raising her two kids. She recalls the days when she was struggling financially. "I was not born with a silver spoon," she says, recounting that life back then was frugal. "My tatay Arturo taught me that we should always be determined to work hard for the things that we want in life," she adds.

With confidence, determination and faith in God, Tess signed up as an Independent Beauty Consultant and worked her Mary Kay business. "Imagine after six months, I became an Independent Sales Director. Eventually, I received my first Pink Car and travelled outside the country for the first time. But what's even more surprising was when I was able to pay my debt of P300,000. It is truly a miracle!" she exclaims. She is forever grateful to her Senior Director who introduced to her the beautiful life in Mary Kay.

Today, Tess juggles her time taking care of her kids, visiting her family in Pampanga, doing her business and

sharing the Mary Kay opportunity with her offspring Sales Directors and unit members who are based in different parts of Luzon from the south, such as Laguna and Cavite and as far up north like Bulacan, Pampanga and Baguio.

"I am proud of my unit members under the Miracle Believers Star Unit and of my offspring Sales Directors. It is always a positive and uplifting experience when you belong to a group of women who is very deeply engaged in helping enrich other's lives," she remarks, "It makes me more eager to share Mary Kay Ash's mission."

Her mantra in life comes from the basketball icon Michael Jom where she borrows his words "There's no way but up!"

As she rides her Pink Car going to her Mary Kay training office situated outside her village, Tess continuously thanks the Lord for all the gifts, blessings and miracles she and her family have been receiving all these years. And the journey continues for Tess on her mission of enriching more women's lives.

How to order your Mary Kay products online

(open 7 days a week, 24 hours a day)

1. go to online ordering page



A. Log-on to www.marykayintouch.com.ph. Enter your **Consultant #** and **Password**.



B. Under the **Quick Links**, click **Order Online**.

2. 'place your order' online page



A. To place your order, go to **Cosmetic Orders** and click **Create a cosmetic order**.



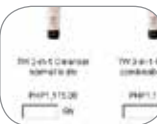
D. Click **Submit My Order** once you have completed your order.



B. Fill out all your **Shipping Information**. (Specified address or for pick-up at defined Beauty Center)



E. Review your orders. Click **Proceed to Payment**.



C. Click the **Product** (under Section 1 or Section 2) on the item/s that you will order. Input the **Quantity** and click **Update My Order**. Click as many products as you want. You may order by part number or by one page order sheet.

3. 'pay online' page



A. A payment breakdown will be shown on your screen. Read the ordering guidelines and click on **I agree to the Ordering Guidelines**. Select **Payment Type - Credit Card** and click **Purchase**.

No credit card? Not a problem! Click Save Order. Save your order and pay by:

1. BPI online payment at www.bpiexpressonline.com or deposit payment over the counter at any BPI or BDO branch. Send deposit information (Bank and branch name, Amount, Date, BC Name, BC No. and Order No.) to MK Customer Service
2. Pay directly to our Customer Service counter and provide BC No. and Total Amount of order.



B. The page will be redirected to **BPI SecurePay** page for the payment process. Enter **Credit Card Number**, **Expiry Date**, and **Card's 3-digit Security Code**. Then, enter your **Personal Security Code**. Once payment is approved and you will be redirected to the Mary Kay Online Ordering page.



C. Your order has been confirmed and will then be processed for **delivery to your preferred address**.

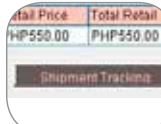
NOTES:

- A P250 storage fee will be charged if pick up orders on regular days are not be picked up within 3 days from order date.
- Month-end orders for pick up and delivery may take longer fulfillment and delivery days.

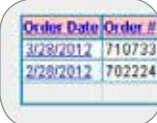
4. 'check order status' online page



A. Check status of your **Home Delivery Order Online**. Click "Order Status" to view orders.



C. Click **Shipment Tracking**.



B. Click **Specific Order Date**.



D. Link to **2GO** and **LBC** web pages will be displayed with parcel tracking information.



FOLLOW US! Mary Kay Philippines Instagram

Share Mary Kay Philippines photos with your friends and customers and link it through your facebook and twitter accounts. Follow us today.

FOLLOW US! One Woman Can™ Beauty Contest Instagram

Receive latest updates on One Woman Can™ Beauty Contest Asia-Pacific Finale in Hong Kong on August 12-15, 2013.



Do you have questions on our products and business?

We want to hear from you. Email your question to MaryKay.PH@mkcorp.com and who knows your question may deserve a space in **Applause®**

QUESTION: Can I promote and sell Mary Kay® products online?

ANSWER: Listing and selling Mary Kay products online in sites, like e-bay, sult.com.ph, amazon.com, and other similar sites, is strictly prohibited. Likewise, a Mary Kay Independent Beauty Consultant is not allowed to create a Facebook page or any social network page with Mary Kay trade name and trademarks without prior written consent from the Company.

However, we do understand that the internet is an important and innovative tool for you to grow your business. That's why Beauty Consultants are still allowed to create an online page for his/her business as long as you follow the guidelines and get prior written consent from the company.

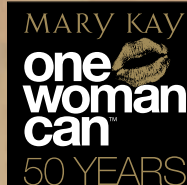
Here's the right way of creating an online page: Consultant should name their personal profile: First and Last name, Mary Kay Independent Beauty Consultant (Example: *Mary Dela Cruz, Mary Kay Independent Beauty Consultant*)



Cut this portion and keep it as your reference when placing your order.

Online Beauty Consultant Agreement Reminders!

1. The Online Beauty Consultant Agreement (BCA) facility is open and can be used by all ***Independent Mary Kay Sales Directors only**.
2. The **New Beauty Consultant is given 30 days from the date of registration online to submit the signed Beauty Consultant agreement and copy of valid ID or equivalent documents to Mary Kay Philippines' Customer Service to complete the registration.**
3. Failure to submit the required documents (signed BCA, valid picture ID) within 30 days will result to the automatic suspension of account from ordering.
4. Please contact the Customer Care Team at 02-859-6200 for questions and clarifications.



Philippine Seminar 2013

Date & Venue
August 17, 2013 (Saturday)
Sofitel Philippine Plaza Manila

Register Now!

Open to all Independent Beauty Consultants, Sales Directors and Spouses.



Online Ticket via Online Ordering

Log on to www.marykayintouch.com.ph and go to Online Ordering Section 2 items. Click on the Philippine Seminar Online Ticket for you or for your spouse.

- Part# 10048886 - Beauty Consultant/Sales Director
- Part# 10048887 - Spouse

Beauty Center

Visit any Mary Kay Beauty Center, accomplish the registration form and submit together with your payment.

- Pay Cash, EPS or Credit Card (VISA or Mastercard)
- Pay through bank deposit or BPI expressonline BPI# 1885113016 (Mary Kay SBA Account) BDO# 1458003775 (Mary Kay SBA Account)

*** Onsite registration is allowed, but limited seats are left, whichever comes first.**

Registration Fee

P1,600 (Inclusive of lunch, snacks, attendance gifts, seminar bag, seminar packet, attendance to educational classes, general assembly and awards night)

Attendance Gifts

2 Mary Kay® True Dimensions™ Lipsticks (in Firecracker and Wild About Pink shades)
Limited-Edition Mary Kay® One Woman Can™ Seminar Bag



* to be given on Seminar day



“It is very important for you not to ever miss a Company or an area function. These are battery charging sessions planned for your benefit, and all of us need occasionally to have our batteries recharged. We have found that those who attend Seminars and Career Conferences are the same ones who are onstage at Seminar Awards Night. It is the path to success” — Mary Kay Ash



Learn from the best!

Mingle with **local and global Mary Kay Independent National Sales Directors**



Independent Senior National Sales Director
Christina Boyd
Philippines



Independent National Sales Director
Nanette Mission
Philippines



Independent Senior National Sales Director
Pam Slate
USA



Independent Senior National Sales Director
Halina Rygiel
USA



Independent National Sales Director
Elena Sarmago
Canada



Elite Executive National Sales Director Emeritus
Pat Fortenberry
USA

Reasons to attend Seminar

- Learn the **best ways to grow your business**
- Hear **inspiring speakers share real-world tips** on selling and team building
- Be among the first to **see upcoming Mary Kay products and programs**
- Loads of **recognition, celebration and sisterhood bonding**
- Loads of **recognition, celebration and sisterhood bonding**
- Be in your **best glitter-glam look** with your dashing spouse
- You might even **win raffle prizes** and other fantastic gifts from Mary Kay

Program-at-glance*

AM SESSION

7:30 am - 8:45 am Packet & ID pick-up / Early Raffle
8:45 am - 10:15 am Opening Assembly
10:15 am - 12:15 pm Educational Classes
12:15 pm - 1:30 pm General Lunch / Special Luncheon** / Change into Gowns

PM SESSION

1:30 pm - 4:00 pm Afternoon Assembly
4:00 pm - 4:30 pm Break
4:30 pm - 7:00 pm Awards Night
7:00 pm onwards Royal Reception**

* may still change on the actual day ** by invitation only

AM SESSION

- **Independent Sales Directors:** SD Suit (Golden Collection Suit)
 - **Directors-in-Qualification:** Black blouse, Black skirt and Red Jacket
 - **Group Leaders, Team Leaders, and Future Sales Directors:** White blouse, Black skirt and Black Blazer
 - **Beauty Consultants and Senior Consultants:** Business dress or skirt suit
 - **Men:** Business attire.
- ### PM SESSION
- Evening dress or gown for ladies
 - Coat/Jacket and tie for men

How to get to Sofitel Philippine Plaza

VIA CAR/TAXI

Address is Atang Dela Rama St., CCP Complex in front of Philippine International Convention Center (PICC) and between Coconut Place and Film Center of the Philippines.

VIA LRT STATION

Take the LRT and exit at LRT Vito Cruz Station. Walk to the Rizal Memorial Stadium and ride the orange-colored shuttle jeepney - this will take you to CCP Complex.



Top Sales Directors' Trip 2014

Hawaii U.S.A.

Achieve P16 million and above retail unit sales from August 2013 - July 2014 and have a fabulous trip with your spouse to Hawaii, USA.

- In case qualifiers are unable to go for whatever reason, the trip is neither bankable for future trips nor convertible to cash.
- Passport and other documentation such as photos, marriage and birth certificate expenses will be shouldered by the Sales Director. Visa expenses will be shouldered by the Company.
- Free trip will only include cost of airfare, hotel accommodation, meals and any tours the company will provide from Manila to destinations and back to Manila.
- Upon written notification of the Company, awardees must confirm in writing their participation on or before August 31, 2014.
- All incentive trips are subject to creditable withholding tax of 10% under section 2.57.2 (0) of the National Internal Revenue Code.



MARY KAY®

MARY KAY (PHILS), INC.

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2284 Pasong Tamo Extension
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Tel: (02) 859-6222 / 859-MARY
Mobile: (0922) 889-4128 (call only)
(0917) 866-0488 (SMS only)
Fax: (02) 859-6299
Email: mkpcservice@mkcorp.com

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Shoppes@Victoria
Victoria Towers, Timog
corner Panay Avenue
Quezon City
Tel: (02) 371-8355 /
(02) 371-8322
Mobile: (0923) 724-6431

DAVAO CITY

Ground Floor, Philam Life
Rizal Street, Davao City
Tel: (082) 224-5956
Mobile: (0923) 724-6432
Fax: (082) 224-5955

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Ground Floor
Cebu Capitol
Comm. Complex
N. Escario Street
Camputhaw, Cebu City
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Mobile: (0923) 724-6433
Fax: (032) 253-4661

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Mobile: (0923) 252-0153



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www.dsap.ph



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www.twitter.com/ilovemarykayph



www.instagram.com/ilovemarykayph

Published monthly in recognition and inspiration for the sales force members of Mary Kay in the Philippines by Mary Kay Philippines, Inc., Makati City, Philippines.

"Each of us should have a philosophy about how we conduct ourselves with others. A long time ago I chose as my standard the Golden Rule: "Do unto others as you would have them do unto you." Some might consider the Golden Rule corny and old-fashioned, but no one can deny its simple truth. Imagine how much better our world would be if everyone lived by this creed." - Mary Kay Ash

Perfect Start

New Independent Beauty Consultants with minimum P8,000 personal retail sales in her first two weeks from her start-up date.

* Perfect Start Achievers April 16, 2013 - May 15, 2013

Top Sales Director with most number of Perfect Start

October 2012

Senior Sales Director Freda Linsangan



- | | | | | | |
|----------------------------------|------------------------------|---------------------------|-------------------------------|------------------------------|-----------------------------|
| Abad, Edmelyn P. | Arada, Chonna P. | Benjamin, Wendyl Grace T. | Canoneo, Janice C. | Cruz, Mary Kristine G. | Dico, Maycel C. |
| Abalos, April G. | Arcelo, Jeanne K. | Berana, Yolanda G. | Canonigo, Ralph Regor B. | Cruz, Rea A. | Dimafelix, Irma O. |
| Abamonga, Charity Hope T. | Arceo, Liza J. | Bergano, Ma. Rica | Capili, Ferdinand A. | Cuano, Jennifer V. | Dimaliuat, Kristine Anne P. |
| Abangad, Sittie Sumaiyah | Aromin, Rebecca Angelica F. | Bergantin, Yorlyn R. | Capistrano, Manylyn | Cubal, Rachele Jay P. | Diohen, Regina G. |
| Abastillas, Ma. Cristina Jane C. | Arrieta, Annie N. | Bermisa, Susan M. | Capuyan, Jonna Marie D. | Cuevas, Wilgifrenia M. | Diong, James . |
| Abejo, Corazon C. | Arroyo, Arlene B. | Bernabe, Joanna Marie O. | Capuz, Geralen O. | Dablo, Genevieve B. | Dolera, Eleceria B. |
| Aberde, Kharen B. | Asi, Lani L. | Bernasol, Ma. Shiela B. | Carame, Juvy E. | Dabu, Karen Jade P. | Dolino, Engracia P. |
| Abitria, Sharmaine Rose, T. | Aspilan, Rosemarie F. | Bernil, Kim Justine | Carandang, Randy D. | Dacles, Eileen F. | Dolotina, Mary Ann R. |
| Ablejan, Mollie A. | Asuncion, Fides P. | Besinio, Clarinda A. | Carballo, Consuelo R. | Dagon, Irish P. | Domalaon, Chloe S. |
| Aboyme, Vicenta G. | Atud, Elizabeth O. | Biliran, Katherine F. | Carillo, Ruby R. | Dalisay, Glenda B. | Dominguez, Florence R. |
| Abuid, Richelle M. | Autor, Prescilla S. | Biya, Marites | Carreon, Jocelyn V. | Dalit, Edna | Draper, Ma. Theresa I. |
| Acido, Ligaya P. | Avila, Cristina D. | Bogay, Agustin Jr. L. | Casinsinan, Ma. Cristina M. | Dancel, Xusha R. | Dylon, Nenita C |
| Acluba, Mylene C. | Awali, Nenita | Bola, Edita Y. | Casino, Jennilyn V. | Dano, Analyn | Duay, Richel A. |
| Acol, Ella Jane H. | Ay-yato, Jasmin Angela A. | Bolano, Rosa Rio S. | Castino, Sharon C. | Daquioag, Joy Anna M. | Dulfo, Rowena C. |
| Adolfo, Jeanneth L. | Baba, Shiva D. | Bolotoalo, Arvin Keith V. | Castro, Emelita E. | Darbin, Naty V. | Dulnuan, Erlinda I. |
| Agdon, Nelia P. | Bacinillo, Rudilyn B. | Borras Jr., Alfredo B. | Castro, Josefa S. | Daza, Nornie Mae H. | Dumrique, Brendalyn Joe G. |
| Agustin, Jovy M. | Backian, Grace S. | Borromeo, Gizelle T. | Castro, Rj B. | De Guzman, Justina O. | Dupli, Creselda B. |
| Akol, Maribeth P. | Baculo, Raquell D. | Borromeo, Ma. Theresa | Catalla, Dolores L. | De Guzman, Karen D. | Durban, Editha M. |
| Alaba, Gretchen G. | Badana, Guadalupe V. | Botanas, Warnylle | Catane, Wilhelmina S. | De Guzman, Maria Kristina V. | Durmiendo, Ma. Stephanie S. |
| Alayay, Ma. Nenita S. | Bagunoc, Metchie S. | Bagunan, Mariane T. | Catulay, Flavina | De Guzman, Nida D. | Echanes, Rechel E. |
| Albores, Marilou L. | Bakong, Riza | Buenaobra, Editha S. | Cavero, Dyanne Brendalyn M. | De Jesus, Judy A. | Edic, Elizabeth L. |
| Alcantara, Gloria S. | Balanday, Nenita P. | Bulado, Jonalyn V. | Celeste, Valentina C. | De Leon, Lilian L. | Elizabeth, Melendres M. |
| Alcoran, Riechell S. | Balao, Joy C. | Bulan, Nathalie Susan S. | Cempron, Annie C. | De Leon, Paul Noel A. | Enaje, Emelinda D. |
| Aldemita, Marvelyn S. | Balderas, Laarni N. | Bulosan, Lide L. | Chan, Ma. Zenaida A. | De Los Reyes, Jeanette P. | Enriquez, Alma F. |
| Alejo, Kimberly L. | Baldon, Annalyn A. | Buot, Rubie Lyne N. | Chan, Raynie T. | De Mesa, Myrna C. | Entuna, Rujean R. |
| Aleman, Teresa B. | Balucas, Rizalina G. | Buraga, Bellerose B. | Chan, Rochelle L. | De Torres, Marcelo M. | Erilla, Maria Fe C. |
| Alfanta, Jujevylle V. | Bang, Sang Eun | Burahan, Aileen M. | Choco, Josefina S. | Dechavez, Mylene D. | Escoto, Cristina R. |
| Alferez, Ellen P. | Bangsoyao, Maribeth B. | Busongan, Rhea M. | Chua, Denevieve V. | Del Rosario, Clarita | Espano, Michelle P. |
| Alia, Maria Elena C. | Banico, Mary Anne L. | Bustrillos, Joanne F. | Chua, Jane C. | Del Rosario, Devine Grace M. | Espanola, Charo T. |
| Alino, Vivian P. | Bantilan, Novelita R. | Cabaguio, Thelma P. | Chun, Arim Lee | Delacruz, Erlinda B. | Esperat, Annabel J. |
| Allado, Maribeth Q. | Bantoto, Pilar L. | Cabasag, Rachel J. | Chun, Eden C. | Dela Cruz, Julieta B. | Estrada, Chandrani Yres E. |
| Almoguera, Haydee D. C. | Barbadillo, Shayne G. | Cabrera, Mari Jene A. | Cinco, Leila L. | Dela Cruz, Maccaria V. | Estuarra, Nelyn D. |
| Alvarez, Armie A. | Barbaso, Chastine Camille G. | Caganda, Elannel A. | Clarín, Jessa M. | Dela Cruz, Vilma V. | Evangelista, Caridad V. |
| Alvarez, Ma Teresa | Barcelo, Caren E. | Cajipe, Carmen L. | Claveria, Genevive T. | Dela Pena, Marilyn M. | Faelnar, Mary Ann C |
| Amper, Angelie R. | Batacan, Eleanor G. | Cajipe, Jolly S. | Claveron, Fely-anne B. | Dela Rosa, Jovy | Fajardo, Josephine M. |
| Ancheta, Adelina A. | Batomalague, Sandy C. | Cajipe, Noemi S. | Cleopas, Rhea Q. | Delena, Gemma M. | Falcasantos, Echel S. |
| Ancheta, Esmeralda C. | Baun, Roxane B. | Calamba, Merlyn G. | Codilla, Lilia E. | Delgado, Loida B. | Fandino, Pia D. |
| Andan, Mary-ann R. | Bautista, Eden Q. | Calderon, Emily D. | Codoy, Lovely O. | Delmoro, Elma A. | Feraer, Liliosa R. |
| Andrada, Gaylene H. | Bautista, Luchi C. | Calderon, Walter | Colangoy, Lorry U. | Demegillo, Marialyn S. | Feria, Celia Anna M. |
| Andres, Zenia D. | Bautista, Luzviminda L. | Calleo, Lanei R. | Colcol, Eliza G. | Derecho, Josephine M. | Ferrer, Angeline H. |
| Anonuevo, Mercy B. | Bautista, Maida L. | Camia, Aileen A. | Colendres, Veronika Joy Socon | Desamparado, Shiela G. | Ferrer, Cynthia M. |
| Ansay, Reylenia M. | Bautista, Trixia C. | Canada, Mary Gwencent Y. | Colobong, Michelle Joy S. | Descalzo, Zenaida T. | Fetalvero, Vera Mae R. |
| Antalan, Rona T. | Bay, Marijo S. | Canet, Ann Margaret H. | Consebida, Genalyn S. | Detablan, Jean A. | Flores, Janice M. |
| Apostol, Elda S. | Bayeta, Jaybee Joy M. | Canilang, Antoinette C. | Contaio, Marie Grace Lynne J. | Dichoso, Nasreen Katrina V. | Flores, Maria Ruth U. |
| Apostol, Marie Margaret D. | Baz, Ma. Alda Podesta V. | Canlapan, Gladys L. | Cosico, Beatriz E. | | |

Perfect Start

New Independent Beauty Consultants with minimum P8,000 personal retail sales in her first two weeks from her start-up date.

* Perfect Start Achievers April 16, 2013 – May 15, 2013

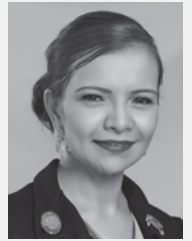
Flores, Mimi A.
Fontanilla, Marietta M.
Francisco, Aileen
Francisco, Charlotte
Fulgencio, Milagros S.
Furoc, May P.
Gabionza, Raquel L.
Gaboy, Ma. Victoria E.
Gabuya, Christie P.
Galang, Cecilia S.
Galeos, Helen S.
Gallentes, Aprille Raine D.
Galon, Vieron V.
Galula, Marivel B.
Gamo, Flordeliza P.
Gamueda, Eden F.
Ganot, Imma E.
Garbo, Joane M.
Garcia, Alma E.
Garrote, Jasmin A.
Gascon, Anna Marie N.
Gatan, Emerita E.
Gayamo, Grazel B.
Gayaton, Joyce G.
Gecoso, Renita E.
Genturales, Rubylina D.
Geizon, Kristine Abril D.
Geverola, Hazel P.
Gidoc, Imelda F.
Gonzaga, Michelle Ann L.
Gonzales, Roanne Peregrine O.
Gonzales, Rodrigo D.
Granada, Josephine C.
Grandes, Jenerie T.
Gregorio, Elsa F.
Guanieso, Naomi F.
Guca, Rebecca
Guerrero, Alice B.
Guiiao, S. Estela C.
Guillena, Prosmay M.
Gutierrez, Kristine Ava G.
Hampac, Lina C.
Hacson, Rizza Jane T.
Holt, Marina M.
Hoy, Princes Jomaela J.
Humarang, Charmine Joy N.
Imboral, Jeremiah Joy A.
Iral, Juvy P.
Izquierdo, Pilar M.
Jabonita, Ma. Diana F.
Janea, Alicia D.
Japson, Guiaria P.
Jardenil, Yoly N.
Jaucian, Maryjane B.
Java, Catherine A.
Javellana, Paolo Antonio R.
Jimenez, Ma. Christina P.
Jimenez, Mylene M.
Jing, Cai Bao
Jose, Jobelle C.
Juan, Caroline C.
Jumanguin, Nelrose E.
Kasuyo, Maria Theresa E.
Kitong, Norma D.
Ko, Ma. Jocelyn A.
Labis, Evelyn E.
Labra, Claire B.
Lacayanga, Loida P.
Laco, Clarissa C.
Lacwasan, Vicenta Regina L.
Lagayan, Edlyn C.
Lagra, Deeanamee P.
Lapara, Malou B.
Laparan, Pedro Arnel A.
Lapiba, Rosalinda A.
Larida, Remedios A.
Larosa, Mary Jean A.
Laurent, Daryl S.
Laurente, Marie Gheane A.
Lavezares, Ma. Roshel
Lawas, Alona B.
Legaste, Ma. Roshiel
Legita, Lorna L.
Leonardo, Febe Margarette L.
Licup, Vanessa M.
Ligason, Reina R.
Lim, Emily D.
Lim, Rocynth Sharie L.
Lim, Sheila C.
Lim, Walter A.
Lintag, Precilla S.
Liwag, Mary Joy T.
Llabres, Maricel C.
Llanes, Jeanefer
Lopez, Jovelean B.
Lorejo, Denia F.
Loreto, Irene M.
Lozano, Princess M.
Lua, Maria Lilibeth B.
Lumanglas, Luningning V.
Luna, Maybel Anne E.
Lusay, Umpelehen I.
Luzada, Nemia E.
Macahia, Roxane B.
Macalising, Cherry Z.
Macanas, Earlwina I.
Macapagal, Maria Elena
Macaraog, Caren Louies P.
Macasaet, Virginia S.
Magadia, Prescila G.
Magallanes, Majala Mabel T.
Maguigad, Maricel M.
Malco, Jesucristy
Mallillin, Don Guillermo G.
Manaig, Eleanor P.
Manalac, Emmanuel Vincent Ili A.
Mandapat, Genesis D.
Manding, Cirinia I.
Manego, Alicia S.
Manning, Rowena B.
Manlapaz, Marvin L.
Manuncia, Andzela P.
Mapalad, Marjorie S.
Maquirang, Mary Grace C.
Maranan, Juana M.
Marapao, Lourdes A.
Mariano, Victorina E.
Marquez, Armanditha A.
Marquez, Viberlyn D.
Martin, Cynthia L.
Martinito, Alexander A.
Masangay, Ruby C.
Mateum, Kiela Agatha S.
Matias, Ma. Liza G.
Mayani, Jean L.
Mecenas, Mary Joy N.
Medes, Rosalie E.
Medin, Julifer Jeane G.
Mendoza, Maria Rosario R.
Mendoza, Rikka Marie D.
Mendoza, Vanessa S.
Menor, Yasmin M.
Mercado, Cecilia S.
Mesina, Reynaldo B.
Mijares, Betsy Ross S.
Mina, Irene R.
Miralles, Princess Celyn
Mirambil, Mia A.
Momo, Reyna Liza C.
Montano, Maria Eden R.
Montemayor, Senia S.
Montrias, Jessie C.
Morados, Katty P.
Morales, Roger C.
Morena, Rachere Alyza V.
Moro, Luke Ivan B.
Morondoz, Gloribelle G.
Morta, Kristal Joy A.
Nacu, Evangeline D.
Nagusara, Melissa D.
Napeck, Borhly D.
Nario, Katherine Kae S.
Navat, Juliet A.
Nellas, Loreen Vinia I.
Nishikawa, Violeta R.
Nituda, Maribel Y.
Nobillas, Richel P.
Noces, Rodessa F.
Nocete, Mary Grace A.
Notada, Jillian Rose T.
Nuez, Anna Marie
Nunez, Novee
Nunga, Catalina A.
Nuqui, Edlyn P.
Obien, Mary Grace P.
Obra, Michelle
Okuda, Camile Shaira S.
Olaguera, Christina F.
Olaso, Daisy O.
Oliveros, Leonora A.
Oloroso, Cheryl C.
Omac, Isabelita R.
Omli, Irish Faith A.
Onella, Josephine
Ong, Susan S.
Ongca, Fe A.
Ople, Julia T.
Orbong, Ricardo C.
Oribiana, Joana Jean A.
Orlanda, Sheena Carlet F.
Pacion, Maria Lourdes P.
Pacuing, Criselda F.
Pagalilauan, Aileen E.
Paglinawan, Shielina M.
Pagurayan, Shem A.
Palabrica, Chrismalyn R.
Palana, Sharon A.
Palangeo, Emily J.
Palmes, Emea A.
Palmones, Perlita R.
Pama, Janice I.
Papa, Kenneth Jayce R.
Pardillo, Luz Venus D.
Parillas Jr., Rogelio R.
Pascua, Juvce C.
Patrimonio, Geraldine C.
Paus, Ulysis P.
Pecision, Melanie M.
Pedido, Fe N.
Pena, Amalia A.
Penaflo, Jumar S.
Pepito, Geomary P.
Peralta, Ives Mae I.
Perez, Cherry May C.
Pilapil, Natividad Q.
Pineda, Melanie B.
Plaza, Annalyn P.
Pontino, Bainare B.
Pontoy, Maricel V.
Portado, Gela C.
Posilero, Michelle S.
Potpotan, Nena N.
Prieto, Rowena A.
Princillo, Maria Teresa C.
Puensalida, Carmela D.
Quilical, Cindy D.
Quindala, Mabel B.
Quintos, Jocelyn
Quion, Carolynne B.
Quirino, Justiniado Dante E.
Quisao, Armando D.
Qurijero, Carmela
Rafer, Catherine D.
Ramao, Fredelyn T.
Ramos, Amalia B.
Ramos, Lourdes
Raquino, Ma. Jinel Joyce
Rayos, Patricia Rae P.
Razon, Jorollah R.
Rebustillo, Sheila B.
Recio, Aileen B.
Regalado, Ronalyn
Regidor, Virginia S.
Relativo, Robelle A.
Remo, Elizabeth R.
Rentas, Leodelle P.
Repamonte, Amor A.
Reyes, Roseann E.
Reynes, Janice E.
Rideout, Rosemarie S.
Riego, Joanne C.
Rillorta, Michelle A.
Rinoza, Armida V.
Rivera, Ann Claudette R.
Rojo, Beneth B.
Rosales, Loisel A.
Ruaya, Glory Joy R.
Rubio, Marilix R.
Sabayao, Daisery S.
Sabug, Nerissa R.
Sacayan, Kathrine Ann R.
Sacksteder, Grace B.
Sagabaen, June B.
Sagpang, Gladys Mae D.
Saguiguit, Shelina C.
Salcedo, Julie Ann A.
Salcor, Bernadette D.
Salutan, Aileen S.
Salvador, Charlene F.
Salvador, Edna Graciella
Salvador, Naty N.
Salvaleon, Janet A.
Salvatierra, Elvie V.
Salvora, Beverly O.
Sanchez, Marissa M.
Sanes, Christine G.
Sangcap, Rosario A.
Santiago, Lourdes S.
Santiago, Maricel Y.
Santos, Cyrene Alexandra B.
Santos, Roseleah Mafel B.
Sapi-ing, Jovlyna B.
Saripada, Nashiba D.
Saromines, Desiree
Scarлата, Cristina T.
Sedantes, Elsie M.
Segador, Eleanor P.
Sejalbo, Alex A.
Senarosa, Leni Me C.
Sepida, Apple Mae J.
Serapio, Chinky O.
Serina, Gay Donna O.
Sevilla, Ma. Carmen B.
Sevilla, Rosalina C.
Shi, Mary Ann F.
Siasoco, Yolanda R.
Sibal, Elizabeth M.
Sidamon, Marivic S.
Sigundo, Mary Jane P.
Silverio, Regina V.
Silvino, Baby Soledad A.
Sison, Shirley P.
Siton, Meriam G.
So, Yolanda C.
Soco, Maria Lilibeth T.
Solana, Adelyn T.
Solis, Eleanor P.
Somobay, Kimberly Ann V.
Somyden, Jao-jao A.
Soriano, Melinda E.
Sornido, Nenita
Sta Ana, Luz B.
Suarez, Rowena P.
Sueno, Josephine P.
Sulayao, Arnold P.
Supanghary, Edilyn V.
Tabuco, Mary Ann B.
Tagulalap, Cherrymie T.
Talip, Ginfel Rose B.
Talose, Jireh Joyce D.
Tan, Grace Ann Katrina P.
Tandog, Jane
Tanque, Evangeline G.
Tapanan, Margaret G.
Tapia, Meralgean U.
Tapa, Corine Joy S.
Tashiro, Richelle P.
Tautoan, Jinky T.
Tayag, Vivian R.
Te, Marjorie B.
Terania, Floraida C.
Teraytay, Diana Kristy P.
Tipan, Cecilia G.
Toledo, Delia D.
Tom, Agnes M.
Tongdo, Marisa K.
Torrejos, Marianne C.
Tortola, Cathylene Nova R.
Tumanguil, Crisanta T.
Ty, Rosa P.
Ueno, Gwendolyn J.
Ugdang, James S.
Umereweneza, Nelia D.
Ureta, Annabelle C.
Usares, Anna Marie N.
Usman, Kesha Jasleen A.
Uvero, Edita B.
Uy, Dutch Anne V
Uy, Karen A.
Valdez, Alma E.
Valencia, Irene G.
Valles, Isiani J.
Vargas, Perpetua Z.
Varona, Annalie C.
Vasquez, Ruth Ann S.
Veal, Avelonia Aguinaldo
Vegafria, Mayflor L.
Velando Jr., Nilo P.
Velasco, Josephine G.
Velasquez, Kristinellie P.
Ventanilla, Maria Angelica B.
Verano, Luz F.
Victor, Kklarifye D.
Victorino, Caroline L.
Villamor, Virginia M.
Villanueva, Charito A.
Villanueva, Mary Jones C.
Villanueva, Weljelyn C.
Villareal, Judith B.
Villares, Jay-ann A.
Villarosa, Rolyn Z.
Vivas, Carmina
Wakat, Marciana E.
Weber, Benilda P.
Yanga, Elizabeth Y.
Yap, Lovelle Althea F.
Yap, Ma. Rizalina M.
Ybanez, Mary Fe D.
Yumul, Luzchelle
Zabala, Ofelia S.
Zafra, Maria P.
Zerrudo, Josephine C.
Zinampan, Emelina I.

*alphabetical order

*New Consultant Bonus Program (NCB) Achievers - February 2013 batch

Independent Beauty Consultants who successfully completed the New Consultant Bonus program (months 1-4)

Top Sales Director with most number of NCB Achievers
Senior Sales Director Maria Luisa Nohara



- | | | | | | |
|----------------------------|------------------------------|------------------------------|-------------------------------|-----------------------------|-----------------------------|
| Abante, Joyce D. | Bobias, Carlie L. | Daquil, Mila T. | Hisoler, Elnance S. | Nano, Joan R. | Sanchez, Jackelyn M. |
| Abendano, Shirley | Bonbon, Madelyn A. | David, Jenny Valerie D. | Hodges, Janette S. | Narabay, Marie Stella D. | Santiago, Rudelyn M. |
| Absin, Marie Lyn N. | Boniao, Maricar A. | De Miguel, Cherrylyn R. | Indiapie, Lorena V. | Nazareno, Ann M. | Santos, Jennieper S. |
| Academia, Shirley C. | Bonje, Ma. Ishobel S. | De Vera, Rosemarie A. | Israel, Rosalinda C. | Nicolas, Gema P. | Santos, Sixta C. |
| Accad, Pilar S. | Breiz, Windell T. | Dela Costa, Ma. Teresa C. | Jainar, Hayde Marie N. | Noybay, Maribeth C. | Sarabosing, Anna Marie B. |
| Addatu, Jayann D. | Briton, Marife T. | Dela Cruz, Lorena I. | Jamio, Ma. Dulce Jessica V. | Obregon, Roseline M. | Sarmiento, Sefty A. |
| Adecer, Mary O H. | Cabero, Nelly O. | Dela Cuesta, Raquel V. | Javier, Rizalyn D. | Oconer, Edna P. | Sarte, Leovigilda B. |
| Advincula, Genebeth A. | Cabrera, Babette S. | Delfin, Minerva V. | Jayme, Trilbe Careign E. | Ocsio, Perlie G. | Sebastian, Anna Jean L. |
| Aguirre, Victoria H. | Cabuang, Angelica C. | Delgado, Renee S. | Jumanguin, Mizhel T. | Olaguera, Angela O. | Siman, Pamela Amor E. |
| Alaba, Erlinda Jra. R. | Cadiz, Medita A. | Diaz, Rowena O. | Kitong, Lilyruth D. | Olivaras, Oliva M. | Singson, Eden A. |
| Alcantara, Andrei Lou L. | Cadiz, Teodora F. | Diploma, Myrna S. | Kitong, Lilyruth D. | Ong, Jocelyn D. | Tambirao, Marjorie Keith J. |
| Alcantara, Marina I. | Calimbahin, Rowena M. | Dobbyn, Flor R. | Labrador, Charmaine Love P. | Pagalawagan, Ruel S. | Tan, Marie Gabrielle B. |
| Algo, Jenny P. | Camia, Nancy J. | Dodon, Greafin Bell V. | Ladrillono, Dyann Mae B. | Pagtakhan, Kathy F. | Tanada, Maria Salvacion C. |
| Alipio, Josephine V. | Caneda, Jofranie | Dolores, Angela P. | Lagsit, Mildred M. | Pagulayan, Mary Joy G. | Tarlengco, Gemma U. |
| Allen, Emilie H. | Canonigo, Margerie B. | Dongallo, Patricia A | Lamsis, Jessica B. | Patino, Peter John M. | Taruc, Remedios S. |
| Almero, Eloisa D. | Caraan, Victoria Eloisa D. | Dumanjug, Angeline A. | Lanuza, Joyce Ann Maye V. | Penafiel, Emily A. | Tee, Mary Ann T. |
| Aloyon, Divina M. | Caras, Sharon Joy J. | Edulsa, Cathy Jeanne A. | Laouily, Mohamed | Peralta, Marie Lesley G. | Teruel, Jubeth C. |
| Alueta, Sherlyn G. | Carno, Christina S. | Eslabra, Irene C. | Lavadia, Karen V. | Perater, Nenita G. | Tibigar, Maria C. |
| Amaroso, Annalee J. | Caronan, Grace Audrey M. | Espilita, Nana S. | Luis, Pilipinas M. | Pilaria, Cecilia H. | Tizon, Kathleen I. |
| Ampaso, Sakriya L. | Carvajal-La, Anna Vanessa C. | Espinosa, Aimee S. | Lumacang, Jasmari D. | Policarpio, Ma. Cecilia F. | Tingle, Alice A. |
| Ancheta, Hilda M. | Casiano, Leonila M. | Evora, Liza G. | Lupisan, Elsa R. | Pomida, Ma. Isabel P. | Tingson, Anie Faith M. |
| Andrada, Jill G. | Caso, Frances Catherine T. | Fajardo, Catherine A. | Magadia, Marissa C. | Potayre, Maricel A. | Trapalgar, Glenda A. |
| Andres, Anna Socorro A. | Caso, Liza D. | Fernandez, Joema Arsecora E. | Mahinay, Christine Lovelle A. | Pucot, Mary Ann G. | Tria, George P. |
| Apuan, Marites P. | Caspe, Lilibeth T. | Fernandez, Ma. Socorro G. | Mangoba, Sheryl Yapi A. | Quezada, Chielo M. | Trinidad, Trixia J. |
| Aputa, Rosa L. | Castillo, Carina R. | Filoteo, Glenda T. | Mangubat, Ma. Salome E. | Quiambao, Tracy V. | Tripulca, Vilma B. |
| Areno, Precious P. | Castillo, Norilaine E. | Flores, Bernadette May D. | Manlangit, Kathlyn Marie T. | Quitpit, Anahel M. | Tubojan, Mary Jean B. |
| Atienza, Ermelina L. | Catana, Alegre B. | Gabule, Annie S. | Mapaye, Maria Lourdes C. | Raboy, Josephine A. | Tungpalan, Cloe G. |
| Atienza, Rosemarie M. | Catequista, Sarah M. | Gallarde, Dominica C. | Mariano, Florence B. | Ramos, Jennifer C. | Undaga, Sheila C. |
| Bacuno, Amabelle M. | Catuday, Evelyn G. | Gallentes, Evangeline D. | Marquez, Florence O. | Rana, Riza S. | Uy, Christine Shiena B. |
| Bagonoc, Wilfred A. | Cawayan, Lourdes A. | Gapuz, Brenda B. | Marquez, Marilyn G. | Raut, Imee T. | Valdez, Concha Grace D. |
| Bajamundi, Aileen S. | Celdran, Ma. Victoria B. | Garcia, Marycel O. | Masucol, Luzel S. | Rayos, Divina P. | Valencia, Lolita T. |
| Balisto, Roselle M. | Geniza, Marivic L. | Garlitos, Madelyne Noemi I. | Mayola, Luzvil E. | Reintegrado, Wella C. | Vallescas, Carolyn P. |
| Banagan, Besette Ann A. | Ceriales, Resurreccion T. | Garnica, Amber T. | Melegrito, Don Abelardo A. | Reyes, Ria C. | Velazco, Elvira V. |
| Banez, Lailanie E. | Chiutena, Emelyn T. | Gener, Angelina B. | Melendrez, Leah S. | Rivera, Aubrey Anne D. | Verallo, Jennifer M. |
| Banzon, Myka Joy D. | Claveria, Dyhr O. | Gilo, Catherine B. | Mendoza, Merry Claire E. | Robledo, Monalisa B. | Verceluz, Raneth C. |
| Barquin, Anna Marcel E. | Comaingking, Vincent Mae V. | Gonzaga, Ma. Luisa M. | Mene, Chona A. | Roca, Clairlyn C. | Verzo, Liezel S. |
| Barrameda, Rowena T. | Corpuz, Leya D. | Gonzales, James Mark I. | Merana, Jaimielyn D. | Rollorata, Jill Marie C. | Viado, Jorileine Monique E |
| Barrios, Renner Joy V. | Cristina, Comintan A. | Grachico, Mark Andrew | Miguel, Jennifer I. | Rosini, Imelda V. | Villacorta, Janufi Sol P. |
| Bartolome, Rusame B. | Cunanan, Edelyn N. | Guevarra, Loida P. | Militar, Nelfa A. | Rubio, Betty Marie Agnes S. | Villanueva, Glaiza C. |
| Basergo, Theresilda O. | Cuneta, Jhonaly N. | Guilalas, Israelita | Minoza, Joan R. | Ruiz, Mary Prestine R. | Villanueva, Rochelle W. |
| Bermido, Alicia S. | Cutab, Gloria Theresa R. | Gumarang, Criscell Jane B. | Mirar, Margarita J. | Rumaguera, Nimfa C. | Villarete, Catherine P. |
| Bernal, Nora M. | Dacles, Alissa Ann B. | Gunayon, Domingo | Molina, Berlyn P. | Salvan, Lorna G. | Viray, Razel B. |
| Binoy, Jovelyn B. | Dagohoy, Dalisay B. | Hanopol, Lusanta F. | Montiague, Cheryl S. | Samson Jr., Maximo P. | Virtucio, Corazon R. |
| Blancaflor, Hannah Jean G. | Dales, Carmela L. | Hansen, Nelia M. | Moon, Jungil | Sanchez, Arceili C. | Vuelban, Raquel A. |

*alphabetical order

*First Time Senior Consultants for May 2013

Independent Beauty Consultants with 1 to 2 active team members for the first time in a given month.

- | | | | | | |
|-----------------------------|---------------------------|--------------------------|----------------------|-------------------------------|--------------------------|
| Abarra, Ma Violeta T. | Balindong, Normalyn A. | Castillo, Oleah E. | Dela Cruz, Janice R. | Globio, Carina B. | Liwanag, Juliebelle S. |
| Abel, Carmenia D. | Bang, Sang Eun | Castino, Sharon C. | Dela Cruz, Joana D. | Gonzales, Nancy B. | Liwanag, Regina V. |
| Acido, Ligaya P. | Bantoto, Genevieve D. | Catungal, Leonila C. | Dela Cruz, Sharon I. | Gonzales, Roanne Peregrine O. | Llases, Rhodaliza B. |
| Agustin, Jovy M. | Barrameda, Rowena T. | Cinco, Leila L. | Delas Alas, Lucia M. | Gonzalvo, Edilita L. | Lozarito, Michelle A. |
| Alaba, Gretchen G. | Bautista, Eden Q. | Comendador, Johanna H. | Delena, Gemma M. | Guce, Rebecca | Lumanglas, Luningning V. |
| Alferez, Ellen P. | Bautista, Libertad A | Coronel, Francisca | Elliot, Cecilia P. | Haduca, Agnes | Lurica, Irene B. |
| Alonzo, Kristina Vinessa M. | Bengay, Fedelynn Joy D. O | Corvera, Merlita B. | Elloran, Teresita B. | Halasan, Jennifer L. | Macapagal, Maria Elena |
| Alueta, Sherlyn G. | Bengadoen, Maria G. | Cruz, Rea A. | Empedrad, Martina L. | Halaban, Kathleen Mae P. | Magnanao, Cherry F. |
| Antero, Mary Jane T. | Benjamin, Wendyl Grace T. | Datingaling, Karmella C. | Espinosa, Francia R. | Lagra, Deanamee P. | Manangan, Ailene J. |
| Antonio, Gerlie B. | Boloron, Ritchel | Daton, John P. | Estrella, Glossy R. | Lagria, Janeth D. | Mapalad, Marjorie S. |
| Apostol, Marie Margaret D. | Bongabong, Janet C. | De Ado, Hazel Rose P. | Feria, Celia Anna M. | Lapulapu, Mier T. | Mapua, Sandra, Ison |
| Arguelles, Michelle N. | Burgos, Ma. Linette L. | De Guzman, Carolyn M. | Ferrer, Lutgarda R. | Laurenta, Marie Gheane A. | Mendoza, Donna Faye L. |
| Arnejo, Maria Fe V. | Cabigas, Charlene P. | De Guzman, Justina O. | Filoteo, Glenda T. | Lavadia, Melva U. | Mendoza, Vanessa S. |
| Asibron, Wilma M. | Cabuang, Angelica C. | De Vera, Susana | Furoc, May P. | Leopardas, Jasmin E. | Montes, Apple M. |
| Asis, Christian Ann V. | Caccam, Emelita N. | Del Rosario, Rose A. | Galinato, Vanezza U. | Libutan, Enriquita A. | Moya, Cheryl V. |
| Avena, Rosa Nimfa B. | Caganda, Elinel A. | Dela Cruz, Analiza S. | Garcia, Cheryl R. | Lim, Eloisa L. | Napeek, Borhly D. |
| Avengozada, Lilivic N. | Caraoa, Jossel | Dela Cruz, Elenita E. | Gayaton, Joyce G. | Lim, Sheila C. | Nazareno, Neil I. |
| Bagundang, Bai Sorayda C. | Carreon, Jocelyn V. | Dela Cruz, Fritzie M. | Geverola, Hazel P. | Lising, Juvy | Nellas, Loreen Vinia I. |

*alphabetical order

*First Time Senior Consultants for May 2013

Independent Beauty Consultants with 1 to 2 active team members for the first time in a given month.

Obien, Mary Grace P.	Perez, Michelle C.	Ribamonte, Jennymar O.
Oncinian, Maria Theresa G.	Perez, Ruth H.	Rillo, Janice R.
Orlando, Sheena Carlet F.	Pogoy, Helen G.	Rivales, Rea C.
Padilla, Nhora May P.	Pomoto, Hazel S.	Rodriguez, Rowena L.
Palen, Daisy R.	Ponce, Blesida Milagrosa V.	Romano, Ninna Alma B.
Paraiso, Lielz V.	Pretta, Carlette C.	Romero, Juvy S.
Paredes, Jaemie Ann B.	Ram, Rodalyn E.	Rotor, Janet A.
Pascua, Melody	Regala, Caridad G.	Salvio, Rhenee Grace F.
Pepito, Julita J.	Regalado, Leilanie G.	Santillan, Minerva S.
Perez, Cherry May C.	Reyes, Rochelle O.	Santos, Roseleah Mafel B.

Sara, Belinda G.	Tamayo, Joan G.	Tumlos, Angelina S.
Sarmiento, Celia S.	Tan, Grace Ann Katrina P.	Ty, Rosa P.
Sebastian, Anna Jean L.	Terania, Floraida C.	Valiente, Rhanny Jane F.
Segador, Eleanor P.	Tibigar, Maria C.	Ver, Cherry Rose-Ann E.
Sesbino, Beshelyn A.	Tiblanc, Rayne D.	Villanueva, Rochelle W.
Siaotong, Vanessa Jane C.	Tijamo, Rosalie B.	Ybanez, Julie Ann L.
Sison, Jinky R.	Ting, Anthony	
Tablizo, GERALYN Apple L.	Tolentino, Stephanie B.	
Tagbo, Anna Marie A.	Trinidad, Anne Marie V.	
Tagupa, Elvira G.		

*alphabetical order

*First Time Group Leaders for May 2013

Independent Beauty Consultants with 3 to 4 active team members for the first time in a given month.

Albao, Teresita W.	Dacut, Maria Cor R.	Manuel, Margie O.
Alejano, Beverly C.	Darandas, Rhugayah S.	Monje, April D.
Andrade, Precilla C.	Dayrit, Maribel P.	Montil, Gwendolyn O.
Asis, Mary Ann E.	De Mesa, Mildred M.	Nuqui, Edlyn P.
Bacuno, Amabelle M.	Duran, Jizza Ben Pearl C.	Orbita, Jennifer M.
Badron, Casamina A.	Galang, Gilbert S.	Pabora, Mardy E.
Beloy, Charlyn A.	Galas, Rodelyn C.	Pilapil, Jonalyn J.
Besmonte, Emelie D.	Galula, Marivel B.	Quipit, Anahbel M.
Busongan, Rhea M.	Gonzales, Rodelie T.	Reyes, Ria C.
Cabatingan, Michelle M.	Gutierrez, Mary Ann D.	Ronquillo, Vilma C.
Caddarao, Winnie R.	Hernandez, Emer	Soriano, Fe Marie M.
Canja, Rowena A.	Inocencio, Blanche R.	Tayag, Vivian R.
Castaneda, Lady Love B.	Lao, Cindy May A.	Torres, Shella B.
Cayubit, Julie M.	Legaspi, Mary Rhalene C.	Velasquez, Kristinellie P.
Celdran, Ma. Victoria B.	Lorejo, Denia F.	Ventanilla, Maria Angelica B.
Cereno, Rosalina S.	Magaway, Anita Jane E.	

*alphabetical order

*First Time Team Leaders for May 2013

Independent Beauty Consultants with 5 to 7 active team members for the first time in a given month.

Albao, Teresita W.	Dacut, Maria Cor R.	Manuel, Margie O.
Alejano, Beverly C.	Darandas, Rhugayah S.	Monje, April D.
Andrade, Precilla C.	Dayrit, Maribel P.	Montil, Gwendolyn O.
Asis, Mary Ann E.	De Mesa, Mildred M.	Nuqui, Edlyn P.
Bacuno, Amabelle M.	Duran, Jizza Ben Pearl C.	Orbita, Jennifer M.
Badron, Casamina A.	Galang, Gilbert S.	Pabora, Mardy E.
Beloy, Charlyn A.	Galas, Rodelyn C.	Pilapil, Jonalyn J.
Besmonte, Emelie D.	Galula, Marivel B.	Quipit, Anahbel M.
Busongan, Rhea M.	Gonzales, Rodelie T.	Reyes, Ria C.
Cabatingan, Michelle M.	Gutierrez, Mary Ann D.	Ronquillo, Vilma C.
Caddarao, Winnie R.	Hernandez, Emer	Soriano, Fe Marie M.
Canja, Rowena A.	Inocencio, Blanche R.	Tayag, Vivian R.
Castaneda, Lady Love B.	Lao, Cindy May A.	Torres, Shella B.
Cayubit, Julie M.	Legaspi, Mary Rhalene C.	Velasquez, Kristinellie P.
Celdran, Ma. Victoria B.	Lorejo, Denia F.	Ventanilla, Maria Angelica B.
Cereno, Rosalina S.	Magaway, Anita Jane E.	

*alphabetical order

*First Time Future Sales Directors for May 2013

Independent Beauty Consultants with 8 or more active personal members for the first time in a given month.

Dangcolis, Sonia M.	Labrador, Charmaine Love P.	Ruiz, Minerva T.
Gallentes, Evangeline D.	Mendoza, Marilyn P.	Ymbong, Anita B.

*alphabetical order



Top Sales Director with the most number of
ESRS Graduates for May 2013

Sales Director Luzminda Ali

*Red Jacket University Graduates for May 2013

Agaloos, Imee G.	Gigantoca, Mary Jane G.	Rosini, Imelda V.
Andres, John Smith E.	Gilo, Catherine B.	Sanchez, Sharee Q.
Bacud, Lyra P.	Guiquing, Jovita Jovy L.	Sarte, Leovigilda B.
Balangitan, Josephine M.	Ibanez, Analiza N.	Soriano, Fe Marie M.
Belingan, Karolyn K.	Jao, Marilou V.	Talang, Jessica F.
Dela Cruz, Lorena I.	Lanuza, Joyce Ann Maye V.	Veloria, Jonalyn G.
Dichosa, Nelia V.	Lastima, Grace Q.	Viernes, Aida P.
Dinamling, Shirley B.	Macadangang, Arlyn C.	Zamora, Januario T.
Fajardo, Catherine A.	Manalad, Hellen S.	
Flores, Virginia Grace G.	Quijano, Joannee R.	

*alphabetical order

"You are on the threshold of the banquet of life, and a place has been set for you! I want you to remember that in the heart of every failure is "I quit," but in the heart of every successful person is "I can." - Mary Kay Ash

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Panay Avenue, Quezon City
Tel. Nos: (02) 371-8355
(02) 371-8322

DAVAO CITY
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Rizal Street, Davao City
Tel. Nos: (082) 224-5956
(082) 224-5955

CEBU CITY
Ground Floor, Cebu Capitol Commercial Complex
N. Escario Street, Bgy. Camputhaw, Cebu City
Tel. No: (032) 254-8081
Fax No: (032) 253-4661

ZAMBOANGA CITY
2nd Floor, YPC Building
Veteran's Avenue, 7000 Zamboanga City
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